

Sales Manager

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Triodetic

Location: Arnprior, Ontario

Description:

Triodetic is a world leader in Geodesic structures including large mining domes, architectural installations and solutions for building in the new era of extreme weather conditions. Triodetic is located in Arnprior, just a half hour west of Ottawa.

We are currently recruiting for a Sales Manager.

Our Sales/Project Manager is a key connector in our company. You need to understand what we are capable of producing, and then communicate our abilities to those who are interested in our work. You will work over the phone and in-person to present and close the deal on meetings for our unique company. Building relationships will be something you do extremely well.

Other specific responsibilities of this position include:

- Handling incoming sales inquiries.
- Comfortably discuss building and construction options with the client in conjunction with the engineering team.
- Assist in the preparation of quotations.
- Be amenable to taking on project management duties on an as required basis.
- Ability to identify new sales opportunities.
- Managing time effectively to achieve sales goals and metrics.
- Attend and work vendor opportunities throughout Canada and the United States.

Qualifications

- Sales and marketing experience in a related sector or with related outcomes.
- Experience with construction and ability to read plans and bid documents.
- Strong negotiation, organizational and presentation skills.
- High energy individual with abundant enthusiasm.
- Successful experience with making new contacts and presentations in a business environment.
- An exemplary work ethic.

Additional Information

Salary compensate with experience.

Triodetic offers a competitive compensation packages including excellent benefits and working conditions in a modern facility located in the heart of Arnprior.

Interested persons should submit their resumes in confidence.

Contact Information

Human Resources

Triodetic

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Arnprior, Ontario

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